



# Collaborating on a Global Scale

By standardizing on Cisco solutions, K&L Gates reaches worldwide staff and prepares its offices for technology innovation.

“We built a unified platform capable of delivering world-class solutions for a fully-integrated global law firm.”

- Scott Angelo, CIO, K&L Gates

One of the most important skills for any legal practitioner is the ability to collaborate. But with 2,000 lawyers in 47 offices around the world, keeping the lines of communication and collaboration flowing smoothly can be challenging. A fast, flexible, and reliable data center was the first step towards deeper engagement across K&L Gates expert legal teams.

## Challenges

- Offer more secure communications to global offices
- Upgrade data center to include cutting-edge technologies
- Provide flexible architecture that can adapt for the future

K&L Gates is known for being a dynamic, leading law firm that connects clients with top legal talent around the world. The firm raises the bar for performance and communication through enhanced technologies that help staff communicate and collaborate with clients and colleagues to work more efficiently. As the firm grew, the IT infrastructure became more diversified, making it harder for the IT teams to effectively manage equipment and deliver the best technical performance.

CIO Scott Angelo brought together a seasoned team to refresh the IT environment. The goal was to invest in a robust solution that could meet the firm's high standards for reliable performance and secure communications, while remaining flexible enough to adapt quickly to changing needs.

“Systems at large organizations can become very siloed over the years, but our team worked together and focused on the bigger picture,” says Mike Verdello, associate director at K&L Gates. “We looked at converged, unified environments. Cisco met all of our needs for compute, network, and communications in a seamless infrastructure.”

## Case Study | K&L Gates LLP

Size: 2,000 Attorneys

Location: Worldwide

Industry: Legal Services





Cisco Unified Data Center solutions power a lean, agile environment that connects attorneys and clients worldwide.

### Solutions

- Built a private cloud infrastructure around Cisco Unified Data Center solutions
- Deployed Cisco Unified Communications for voice, video, and messaging collaboration solutions

### Moving Forward with Cisco Infrastructure

In just two years, the IT team at K&L Gates transformed five data centers and 47 offices using Cisco UCS servers and Cisco network solutions. “By virtualizing the Cisco UCS blade servers in the data centers, we’re maximizing utilization to get the most powerful and reliable performance possible,” says Verdello. “Support and integration are much easier since we’re working with a single solution in a private cloud environment.”

### High Density with Room for Growth

Being able to achieve nearly 98% server virtualization in each data center, K&L Gates dramatically improved density. “We consolidated our data centers from 44 racks of servers to only 10 racks – and that’s including room for growth,” says Verdello. “Not only are the compact data centers easier to manage, but we have also greatly reduced cooling and power costs as well.”

### Looking to the Future

Using the Cisco UCS blade servers, IT teams can easily deploy and upgrade blades just by swapping out servers. Since there’s no need to rewire or reconfigure the data center, K&L Gates can keep its core infrastructure the same while expanding capacity and bandwidth as needed.

### Improved Communications from Anywhere

Building on the Cisco network backbone, K&L Gates deployed Cisco Unified Communications for new video, voice, and collaboration solutions in every office. The new video system has received particularly strong feedback, with managers using in-room video for everything from training and onboarding to interviews and depositions.

### Outstanding Returns on Video

“Using Cisco TelePresence for video conferences, attorneys are saving on travel and communication expenses while improving client experiences,” says Ron Miller, manager of network services at K&L Gates. “As a result, the return on investment on the Cisco teleconferencing solution was less than six months.”





**Results**

- Consolidated 44 racks of servers into 10 racks
- Achieved an ROI of less than six months for teleconferencing solutions
- Reduced cooling and power expenses while improving utilization
- Established standard for collaboration and communication solutions

### Reaching across Borders

By continuing to deploy and promote video and conferencing solutions throughout K&L Gates, the firm plans to improve the customer experience with real-time collaboration.

“Using Cisco technology, we’re bridging the geography that separates our offices to put our best minds together and further enhance the quality of legal services,” says Miller.

**Products and Services**

<p><b>Data Center</b></p> <ul style="list-style-type: none"> <li>• <a href="#">Cisco UCS B22, B200, B230 Series Blade Servers</a></li> <li>• <a href="#">Cisco UCS B440 Series High-Performance Blade Servers</a></li> <li>• <a href="#">Cisco UCS C24 Rack Servers</a></li> <li>• <a href="#">Cisco UCS C220 Rack Servers</a></li> </ul> <p><b>Routing and Switching</b></p> <ul style="list-style-type: none"> <li>• <a href="#">Cisco Nexus 7000 Series Switches</a></li> <li>• <a href="#">Cisco Nexus 5000 Series Switches</a></li> <li>• <a href="#">Cisco Catalyst 4500-X Series Switches</a></li> <li>• <a href="#">Cisco Catalyst 3750-X Series Switches</a></li> <li>• <a href="#">Cisco Integrated Services Routers</a></li> </ul> <p><b>Fabric Interconnects</b></p> <ul style="list-style-type: none"> <li>• <a href="#">Cisco UCS 6296 Fabric Interconnects</a></li> </ul>	<p><b>Wireless</b></p> <ul style="list-style-type: none"> <li>• <a href="#">Cisco Identity Services Engine</a></li> </ul> <p><b>Voice and IP Communications</b></p> <ul style="list-style-type: none"> <li>• <a href="#">Cisco Unified Communications</a></li> <li>• <a href="#">Cisco Expressway</a></li> <li>• <a href="#">Cisco Jabber</a></li> <li>• <a href="#">Cisco TelePresence</a></li> <li>• <a href="#">Cisco WebEx</a></li> <li>• <a href="#">Cisco Unified Communications Manager</a></li> </ul> <p><b>Security</b></p> <ul style="list-style-type: none"> <li>• <a href="#">Cisco Cloud Web Security</a></li> <li>• <a href="#">Cisco Email Security</a></li> </ul> <p><b>Storage</b></p> <ul style="list-style-type: none"> <li>• <a href="#">NetApp</a></li> </ul>
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